ban	Turkish coffee	443
kashkarukan	saffron sugar	
bags	matches	

On the other hand, the general merchant may lay up a few items of village crafts to resell in his shop, and as much village produce of certain types, such as wool, skins, or flour, as he is able to market at a profit in Rowanduz or Erbil. Some general merchants, to be sure, live from the minor purchases of villagers and townspeople, but others do business in district import and export on a relatively large scale. [438]

To this last group belong the wholesale merchants, tujjars, who usually keep a general shop such as that described above, but who are also the real capitalists of the town, engaged in extensive operations of buying and selling in both Rowanduz and Erbil. They are the ones who furnish capital and supervision to the itinerant traders, and who supply other merchants and craftsmen in the town. In addition, they handle a large volume of miscellaneous commerce. "Ax'ad Effendi," a builder said, "when you are next in Erbil buy me a new saw and some hinges." "Hajji Ibrahim," said another, "my wife requires special cloth from Erbil for the wedding of our daughter." The wholesalers of Rowanduz are five in number, Ax'ad Effendi, Hajji Ibrahim, Hajji Muhammad Amin, Hajji Mustafa Khazir, and Sayyid Hajjid, and it is interesting to note from the title hajji or "pilgrim," not in use here as a proper name, that three of the five have been able to make the 442 788 [554]

of either the ages or the traders, - it is hard to judge which is the most vulnerable. Then, last, one of Sheik Ahmed's relatives, wanted an hut he personally was to take to the tune of £200 and wanted me to get him a job with the oil company in Kuwait so that he would work off his indebtedness; on the other hand to Sangster I met a rather pompous little Kuwaiti trader who complained that he had £100 out on credit, some of it for over three years, and though he had just been round to him all the winners he had only managed to collect £5/

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Tobacco Marketing

In a previous section I emphasized the growing importance of tobacco for the economy of this part of Southern. It is not necessary to consider how this tobacco crop is actually marketed. My enquiries on this subject led to somewhat surprising results and the matter needs further investigation in general. I think the divergence of view was primarily due to the rapidly changing conditions in the tobacco trade. By some owned three distinct methods of marketing. The first is that now generally practised in the sophisticated areas of Southern around Bulawayo and in the lowland districts of the Salisbury area. This method does not at present apply to the Kumalo area but may be expected to do so as the tobacco crop is increased.

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Marketing procedure 1. The big tobacco factories of England have their own agents in Southern, who contract with the Ages for the whole saleable surplus of the village crop. If required the Ages can obtain a substantial cash advance at the time of making the crop. Seed and technical advice is often provided by the merchant's agents who presumably work in connection with the Government Experiments concerned. 50% of the crop is the Ages's own by virtue of the land title, the other 50% belongs to individual cultivators. Since however the buyers' agent deals only with the Ages, the latter is in a position to sell a substantial proportion on the cultivators' shares as well. On the other hand the individual cultivator need not sell his crop through the Ages if he does not think he is getting a fair price. But his only alternative is to trade with the other, who as a middleman, can only offer a much lower price than the buyers' agent offers the Ages. The tobacco is transported from village to town at the buyers' expense in each case.

The second method was described to me as that practised in the old days before the coming of the English cigarette factories. My informant in this case was a Salisbury man and I am uncertain to what extent this procedure was ever relevant for the Kumalo area.

Marketing procedure 2. Trade was on a more individual basis. The tobacco merchants or their agents, with the Ages's consent, made advance contracts with individual cultivators. These advances had the

B: Leech S-S (1918) 1940 WAII Hand WAII
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• 942